

TESTIMONIALS



Lee and Associates, Inc.

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COMPANY PROFILE:

Lee & Associates serves both small local companies and large national corporations by offering Landscape Architecture, Site and Land Use Planning and Presentation Graphics services.

PREVIOUS LEASE SPACE:

I had a small, sterile 1,100 SF office in a class "B" building in north Austin. Our total rental cost was in the low \$20s/SF.

NOW OWNS:

I now own a spacious 2,100 SF office suite in Great Hills Village.

GENERAL COST BENEFITS YOU SEE IN OWNERSHIP VS. LEASING:

I was able to buy a Class "A" office for about \$2/SF/year less than I was leasing A Class "B" space.



Richard Lee, Owner

WHICH ASPECTS OF LEASING YOUR BUSINESS REAL ESTATE WERE MOST PROBLEMATIC IN THE PAST?

I hated renewing a lease when rates were high. I felt like I had no control over the situation. To save money, I always had leased built-out space. These spaces rarely met my needs. I always felt as if I was always in someone else's office.

WHY DID YOU DECIDE TO OWN?

There are a couple of reasons I decided to own. First, I saw it as a great investment. Secondly, I not only wanted to lower my cost, but I wanted to stabilize one of my greatest expenses over the long term.

WHAT IS THE GREATEST BENEFIT THAT YOU (AS A BUSINESS PRINCIPAL) HAVE EXPERIENCED FROM OWNERSHIP?

I feel like I am creating a valuable asset. I also custom designed my office to fit my company's needs.

WHAT BENEFITS TO YOUR CLIENTS, EMPLOYEES AND/OR OVERALL BUSINESS OPERATIONS DO YOU SEE FROM OWNING YOUR NEW OFFICE?

My employees and clients love the space. I was unimpressed with the "tired" and sterile looks of most office suites. I implemented a number of residential design features that has resulted in a very spacious and pleasant working environment. I wanted the space to reinforce an image of classical, professional and up-scale design. I know it has helped in hiring and employee retention.

WHAT IS YOUR FAVORITE THING ABOUT YOUR NEW SUITE?

I love the classical residential design elements throughout my space. The archways, interior glass-paned walls and elegant ceiling treatment work together to provide an elegant and up-scale work environment.